

## Message Text

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PAGE 01 LIMA 05236 222102Z

ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-07 /022 W

-----046999 230221Z /64

R 221954Z JUN 77

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 5397

UNCLAS LIMA 5236

EO 11652: N/A

TAGS: BENC, PE

SUBJ: MAJOR PROJECT: INDUPERU SODA ASH FACILITY FOR HUACHO

REF: STATE 128969

1. WE DISCUSSED CURRENT STATUS OF SUBJECT PROJECT WITH LUIS GUERRA, INDUPERU OFFICIAL AND OBTAINED FOLLOWING INFORMATION:

A. THIS PROJECT IS TO PRODUCE SOME 70,000 TONS OF SODA ASH PER YEAR, REPRESENTING AN ESTIMATED INVESTMENT OF US\$20.5 MILLION (AT 1974 PRICES) INCLUDING \$13.5 MILLION FOR FOREIGN COSTS.

B. PROJECT IS TO BE IMPLEMENTED UNDER TURNKEY SCHEME. THEREFORE, DESIGN WORK AS WELL AS DETAILED ENGINEERING, PROCUREMENT, CONSTRUCTION, START-UP, TRAINING, ETC. ARE TO BE OFFERED IN SINGLE PACKAGE.

C. FEASIBILITY STUDY WAS DONE BY CHEMICAL CONSTRUCTION CORPORATION (CHEMCO) OF NEW YORK IN 1974. STUDY WAS UPDATED BY INDUPERU IN 1975 AND CURRENTLY IS BEING REVIEWED AND UPDATED AGAIN, THIS TIME BY JAMES CHEMICAL ENGINEERING OF GREENWICH, CONN. REPORTEDLY, A DRAFT OF LATEST REVISION IS READY FOR INDUPERU'S CONSIDERATION.

D. BIDDING FOR IMPLEMENTATION IS NOW UNDERWAY. INDUPERU ISSUED DIRECT INVITATION TO NINE PREQUALIFIED FIRMS ON JUNE 13, 1977  
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WHICH WERE TO INDICATE THEIR INTENTION OF PARTICIPATING IN THIS BIDDING BEFORE JUNE 28. DEADLINE FOR ACTUAL BIDS IS SEPTEMBER 26, 1977. BIDS ARE TO INCLUDE FINANCING OF OVERALL PROJECT.

2. THE NINE PREQUALIFIED FIRMS INCLUDE TWO AMERICAN (STEARNS-ROGER AND ARTHUR MCKEE CO.), TWO JAPANESE, AND ONE EACH FROM CANADA, WEST GERMANY, EAST GERMANY, RUMANIA AND SOUTH KOREA.

INDUPERU WOULD NOT PROVIDE NAMES OF NON-US FIRMS. THE INVITATION TO STEARNS-ROGER WAS DELIVERED TO ITS LOCAL REPRESENTATIVE EICA CONSULTORES WHICH APPARENTLY FORWARDED IT TO US FIRM IMMEDIATELY.

3. PROJECTED TIMING FOR PROJECT AS FOLLOWS:

- SEPTEMBER 26, 1977: DEADLINE FOR SELECTING CONTRACTOR.
- DECEMBER, 1977 OR FIRST QUARTER OF 1978: SIGNING OF CONTRACT.
- FIRST SEMESTER OF 1980: PLANT START-UP.

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